Application Title

250 DC

Section I: Applicant Background Information

Applicant Information - Company Receiving Benefit

Total Project Cost	54785200 58,140,894
Applicant Name	DNC 250, Inc. ("Landlord" or "DNC 250, Inc.") (an affiliate of Uniland)
Applicant Address	100 Corporate Parkway, Suite 500, Amherst, NY 14226
Phone	(716) 834-5000
Fax	(716) 834-5034
E-mail	
Website	uniland.com
Fed ID#	

Individual Completing Application

Name	Matthew Drosendahl
Title	Loan Analyst / Portfolio Manager
Address	100 Corporate Parkway, Suite 500, Amherst, NY, 14226
Phone	(716) 834-5000 ext. 416
Fax	(716) 834-5034
E-Mail	mdrosendahl@uniland.com

Company Contact (if different from individual completing application)

Name	Peter Sayadoff
Title	Director of Capital Markets Group
Address	100 Corporate Parkway, Suite 500, Amherst, NY, 14226
Phone	(716) 834-5000 ext. 414
Fax	(716) 834-5000
E-Mail	psayadoff@uniland.com

Company Counsel

Name of Attorney	Christopher Hurley, Esq.
Firm Name	Hurwitz & Fine, P.C.
Address	1300 Liberty Building, Buffalo, NY 14202
Phone	(716) 849-8900
Fax	(716) 855-0874

E-Mail

cjh@hurwitzfine.com

Exemption from Sales	lax	Yes
Tax Exempt Financing		No
Exemption from Mortg	age Tax	Yes
Exemption from Real P	Property Tax	Yes
Assignment/Assumpti	on of existing PILOT bene	fits No
Business Organizati	on	
Type of Business	Corporation	
Year Established	1984	
Ical Established		
State of Organization List all stockholders than 20% Please include name a	nd % of ownership.	<u>s with % of ownership greater</u>
State of Organization <u>List all stockholders</u> <u>than 20%</u> Please include name and Jnivest II Corporation - 100% ow	nd % of ownership.	with % of ownership greater
State of Organization <u>List all stockholders</u> <u>than 20%</u> Please include name and Jnivest II Corporation - 100% ow	nd % of ownership.	: with % of ownership greater
State of Organization <u>List all stockholders</u> <u>than 20%</u> Please include name and Jnivest II Corporation - 100% ow <u>Business Description</u>	nd % of ownership.	s, customers, goods and services
State of Organization List all stockholders than 20% Please include name an Univest II Corporation - 100% ow Business Description Describe in detail comp DNC 250, Inc., an affiliate of Unila management of various industrial	nd % of ownership. nership Dany background, product and Development Company, engages ir and commercial properties throughout	s, customers, goods and services
State of Organization List all stockholders than 20% Please include name an Univest II Corporation - 100% ow Business Description Describe in detail comp DNC 250, Inc., an affiliate of Unile management of various industrial estimated % of sales within Erie Cour	nd % of ownership. nership Dany background, product and Development Company, engages ir and commercial properties throughout by	s, customers, goods and services
State of Organization List all stockholders than 20% Please include name an Univest II Corporation - 100% ow Business Description DNC 250, Inc., an affiliate of Unila management of various industrial stimated % of sales within Erie Cours Stimated % of sales outside Erie Courses	nd % of ownership. nership Dany background, product and Development Company, engages ir and commercial properties throughout hty N/A unty but within New York State N/A	s, customers, goods and services
State of Organization <u>List all stockholders</u> <u>than 20%</u> Please include name an Univest II Corporation - 100% ow <u>Business Description</u> Describe in detail comp DNC 250, Inc., an affiliate of Unila	Description Description Desc	s, customers, goods and services

N/A

	d project facility		
Address	250 Delaware Avenue (to	be known as the "Delaware N	lorth Building")
City	Buffalo		
State	New York		
Zip Code	14202		
SBL Number	111.37-3-5.11		
Town/City/Village	City of Buffalo		
School District	City of Buffalo		
Present Project Site O	wner DNC 250, Inc.		
Please provide a bri	ef narrative of the pro	Ject	
Building that DNC 250, Inc. is resp (which square footage represents public parking ramp being built in Business District. The site is a cer Class A Office space, of which 110 accommodate potential future gro order to complete the development	cial assistance are considered simultation ponsible for (and is the subject of the a portion of the 472,320 SF develop a highly distressed area, and situate tified Brownfield cleanup site. The de 0,000 SF is proposed to be leased by both of DNC and to help attract and in th, a 4-level parking structure (152).	is application) consists of appr ment), 12-story mixed-use de ed on ± 1.95 acres of land with evelopment is anchored by 20 ⁴ DNC and the balance to be us retain new companies to West 20 SF) will be constructed pro-	oximately 356,520 SF velopment and a 4-level in Buffalo's Central 4,000 SF (7 stories) of sed as expansion space to ern New York. Finally, in
number of car parks meet the con	tractual obligations required by the	219,040	566
Site Characteristics	5	21(1010	044
of contaminants is con Yes If yes, please explain Project site is the location of petro NYSDEC Brownfield Cleanup Progr	bleum contamination. Site owner has ram (Site #C915271). Please see the ith this application under seperate co	ant/use of the proper	r ty?
	onmental Assessment act to the proposed Pr		
Yes			

Yes If yes, please provide copies of the study.

Will project include leasing any equipment?

No If yes, please describe equipment and lease terms

If you are purchasing new machinery and equipment, does it provide demonstrable energy efficiency benefits?

No

If yes, please attach additional documentation describing the efficiencies achieved.

Does or will company perform substantial research and development activities on new products/services at the project location?

No

If yes, please explain

Although this question is not applicable to DNC 250, Inc., for the proposed major occupant, DNC, this project would become their World Headquarters, and will serve as the central location for strategic and operational growth initiatives, including research and development into creative, new and innovative approaches to its businesses. These include the development of business process improvements and best practices, the evaluation, testing and rollout of new technology platforms used throughout its operating environments, in-depth financial analytics on current and potential future business operations, as well as the strategic decision support processes for new product offerings and supply management arrangements.

What percentage of annual operating expenses are attributed to the above referenced research and development activities?

Estimated by DNC at 5%.

Explain why IDA participation is necessary for this project to proceed. Focus on competitiveness issues, project shortfalls, etc.

Delaware North's current leased facilities at Key Center, which lease is set to expire prior to the potential move to the DNC Building, do not meet the critical components for its long term growth plans. The expiration of its lease creates an opportunity for DNC to move into a state of the art office complex to showcase its global sophistication to its national and international vendors and business partners. DNC senior management believes its new office complex should be designed to enable it to recruit global talent for new jobs being created, facilitate technology research and development, and promote green initiatives and, most importantly, skills training for its associates, wherever located. In the U.S., Delaware North generates similar revenue levels from states like California when compared to New York State. Because it is a World Headquarters, DNC's people travel extensively and could benefit from being based in a hub city. Other metropolitan areas like Boston have a younger demographic pool of talent to draw from that could help DNC support its planned growth. For example, the young adult demographic in Boston, age 20-34, comprises about one-third of the population, whereas in Buffalo that same group is only 20%, and the overall size of the Buffalo market is much smaller than Boston. This one variance by itself creates a fascinating market dynamic that would be attractive to a growing company like Delaware North - these could be future employees, future customers. DNC's potential deal with Uniland at 250 Delaware is specifically conditioned on receipt of a satisfactory package of incentives - if there is not a satisfactory package of incentives, Delaware North has the right to terminate its lease. But for the receipt of a satisfactory incentive package, Delaware North would look at all options available to it. These could include opportunities to establish other corporate offices (potentially housing major subsidiary/corporate support functions) closer to areas that offer larger pools of younger workers, that offer better worldwide transportation accessibility, or that help set the stage for its continued growth for the next 20-plus years. For global companies in Delaware North's situation, other viable alternatives exist. Receipt of available incentives is a critical factor that would enable Delaware North to keep its existing World Headquarters operations intact, and its incremental corporate growth in Buffalo for a long time to come. If a satisfactory package of incentives is not available and DNC were to exercise their option to terminate the lease, Uniland will not move forward with the Project. As a result of a corporate needs assessment, Delaware North has identified major office components determined essential for the organization's long-term growth including: 1) Class A Office LEED-certified office space with the ability to operate on floor plates no less than 25,000 square feet; 2) Expansion Space -Ready availability of expansion space to accommodate future growth; 3) Parking - Adequate on-site or adjacent parking. Only by incorporating all of the above components into the development is Delaware North willing to make a 20-plus year commitment to Buffalo. DNC's application will specify the financial assistance being sought in connection with its portion of the Project. Both applications are for one integrated project, and neither DNC 250, Inc. nor DNC will proceed independently with this project unless both applications for financial assistance are considered simultaneously for approval by ECIDA.

Project Information

Estimated costs in connection with project

Land and/or Building Acquisition \$ 3878254 3,883, 314 acres square feet

1.95 0.00 New Building Construction \$41530762 44,069,557 356520.00 square feet 425,060 New Building addition(s) \$0 0.00 square feet Renovation \$ 0 0.00 square feet \$0 Manufacturing Equipment Non-Manufacturing Equipment: (furniture, fixtures, etc.) \$0 Soft Costs: (professional services, etc.) \$-5862509 7,246, 422 Other Cost \$ 514103 2,941,601 Explain Other Costs Demo & remediation, financing closing costs, project carrying costs, etc. Total Cost 51785708 58, 140, 894 Project Refinancing (est. amount) 0

lo Industrial	Ye	s Multi-Te	enant	Y	es Mi	xed Use
No Acquisition of E Facility	Existing No	o Comme	rcial	N	• Fa	cility for the Aging
No Housing	Ye	s Back Of	fice	N		vic Facility (not for ofit)
No Equipment Pur	r chase Ye	es Retail		N	o Ot	her
SIC Code						
NAICS Code						
<u>ror proposed ta</u> <u>below</u>	<u>acility pieas</u>	<u>e inciua</u>	<u>e # of sq</u>	<u>it for ea</u>	асп	of the uses outli
			o square feet	Cost		of Total Cost
Manufacturing/P	rocessing		0 square feet	0	0	
Warehouse			0 square feet	0	0	
Research & Deve	lopment		0 square feet	0	0	
Commercial		110 AVA	e square feet	13500552	-	22%
Retail			o square feet	44,640,34		
Office			o ^{square feet}	44,640,34	0	
Specify Other			•			

If you are undertaking new construction or renovations, are you seeking LEED certification from the US Green Building Council?

Yes

<u>If you answered yes to question above, what level of LEED certification do</u> <u>you anticipate receiving? (Check applicable box)</u>

Silver

What is your project timetable (Provide dates)

Start date : acquisition of equipment

2014-01-06

End date : Estimated completion of project

2015-07-01 2015-08-01

Project occupancy : estimated starting date of operations

2015-09-01

Have site plans been submitted to the appropriate planning department for approval?

Yes

Have any expenditures already been made by the company?

No

If yes, indicate particulars (ECIDA benefits do not apply to expenses incurred prior to Board approval)

Is project necessary to expand project employment?

Yes

Is project necessary to retain existing employment?

Yes

Employment Plan (Specific to location):

	Current # of jobs at project location or to be relocated at project location	If project is to retain jobs, number of jobs to be retained	Total # of jobs 2 years after project completion
Full time	350	350	415
Part time	0	0	0
Total	350	350	415

<u>Employment at other locations in Erie County: (provide address and number of employees at each location):</u>

Address			
Full time	0	0	0
Part time	0	0	0
Total	0	0	0

Payroll Information

Annual payroll

36944512

Estimated average annual salary of jobs to be retained

97637

Average estimated annual salary of jobs to be created

70000

Estimated salary range of jobs to be created

From 39970 To 227270

<u>Is the project reasonably necessary to prevent the project occupant from</u> <u>moving out of New York State?</u>

Yes

If yes, please explain and identify out-of-state locations investigated

There are compelling business reasons why Delaware North should be headquartered in other strategically important areas such as Massachusetts, Florida or California, where DNC has significant business operations. However, this successful family-owned corporation recognizes its importance to the Western New York region, and is willing to make a long-term commitment to maintain and grow its World Headquarters in Buffalo, thereby continuing its longstanding, significant positive impact in the community. The company, along with its development partner, Uniland Development Company, will be requesting financial assistance from applicable state and local programs to help create a world-class facility in Buffalo. The assistance to be requested would include sales tax abatement on building materials, equipment and leasehold improvements, grant monies that might be available to help fund construction cost, workforce training, technology and productivity enhancements. It is Delaware North's hope that such assistance towards this World Headquarters project would be at least similar to the assistance programs other large companies have qualified for in recent months. Delaware North's proposed commitment to this project remains subject to the satisfactory outcome of these requests. Without a favorable outcome to these requests, Delaware North would use the remaining two years under its existing lease to weigh all options.

Were you offered financial assistance to locate outside of New York State?

No

If yes, from whom and what type of assistance was offered

What competitive factors led you to inquire about sites outside of New York State?

Delaware North generates significant revenues in states other than New York State.

Have you contacted or been contacted by other economic or governmental agencies regarding this project?

Yes

If yes, please indicate the Agency and nature of inquiry below

Empire State Development Corporation (ESDC) and the City of Buffalo.

Section III: Adaptive Reuse Projects

Are you applying for a tax incentive under the Adaptive Reuse Program?

No

What is the age of the structure (in years)?

0.00

If yes, number of years vacant?

0

Has the structure been vacant or underutilized for a minimum of 3 years? (Underutilized is defined as a minimum of 50% of the rentable square footage of the structure being utilized for a use for which the structure was not designed or intended)

<BLANK>

Is the structure currently generating insignificant income? (Insignificant income is defined as income that is 50% or less than the market rate income average for that property class)

<BLANK>

Does the site have historical significance?

<BLANK>

Briefly summarize the financial obstacles to development that this project faces without ECIDA or other public assistance. Please provide the ECIDA with documentation to support the financial obstacles to development (cash flow projections documenting costs, expenses and revenues indicating below average return on investment rates compared to regional industrial averages) <u>Briefly summarize the demonstrated support that you intend to receive</u> from local government entities. Please provide the ECIDA with documentation of this support in the form of signed letters from these entities

<u>Please indicate other factors that you would like the ECIDA to consider</u> <u>such as: structure or site presents significant public safety hazard and or</u> <u>environmental remediation costs, site or structure is located in a</u> <u>distressed census tract, structure presents significant costs associated</u> <u>with building code compliance, site or structure is presently delinquent in</u> <u>property tax payments</u>

Section IV: Retail Determination

Will project involve the sales of goods or services to customers who personally visit the facility?

Yes

If yes, complete the Retail Questionnaire Supplement below.

Will any portion of the project consist of facilities or property that is primarily used in making sales of goods or services to customers who personally visit the project site?

Yes

If the answer is yes, please continue.

What percentage of the cost of the project will be expended on such facilities or property primarily used in making sales of goods or services to customers who personally visit the project?

26.00 %

If the answer to this is **less than 33%** do not complete the remainder of the page and proceed to the next section (Section V: Inter-Municipal Move Determination).

Will the project be operated by a not-for-profit corporation?

No

<u>Is the project likely to attract a significant number of visitors from outside</u> the economic development region in which the project will be located?

No

If yes, please provide a market analysis or other documentation supporing your response.

Would the project occupant, but for the contemplated financial assistance from the industrial development agency, locate the related jobs outside the State of New York?

Yes

If yes, please provide documentation regarding investigation of sites outside New York State.

<u>Is the predominant purpose of the project to make available goods or</u> <u>services which would not otherwise be reasonably accessible to the</u> <u>residents of the project municipality?</u>

No

If yes, please provide a market analysis supporting your response.

Will the project preserve permanent, private sector jobs or increase the overall number of permanent private sector jobs in the State of New York?

Yes

Is the project located in a Neighborhood Redevelopment Area?

Section V: Inter-Municipal Move Determination

Does this project involve relocation or consolidation of a project occupant from another municipality or abandonment of an existing facility?

Within New York State No

Within Erie County No

If EITHER IS YES, please complete the following. If BOTH ARE NO, please 'save and continue' to the next section (Section VI: Facility Type - Single or Multi Tenant).

The Agency is required by state law to make a determination that Agency assistance is required to prevent the project occupant form relocating out of the state, or to preserve the project occupant's competitive position in its respective industry.

Will the project result in a relocation of an existing business operation from the City of Buffalo?

No

If yes, please explain the factors which require the project occupant to relocate (For example, present site is not large enough, or owner will not renew leases etc.)

This project does not involve any relocation between municipalities, either within New York State or within Erie County. DNC is proposing to relocate from 40 Fountain Plaza in Buffalo to 250 Delaware Avenue in Buffalo upon expiration of its lease. For logistical and practical purposes, DNC may or may not need to move into 250 Delaware in stages before the existing lease at 40 Fountain Plaza expires.

What are some of the key requirements the project occupant is looking for in a new site? (For example, minimum sq. ft., 12 foot ceilings, truck loading docs etc...)

Based on the needs analysis, Delaware North's future World Headquarters needs to have certain critical office components, including the following : 1. Class A, LEED-certified office space with the ability to operate on floor plates no less than 25,000 square feet; 2. Ready availability of expansion space to acommodate future growth; 3. Adequate on-site or adjacent parking; 4. State of the art conference facilities and meeting space to host associates, third party business partners and officials from across the U.S. and its international locations, which will be made available for use by such business partners; and 5. Forward thinking office layouts to create a productive work environment based on evolving work norms/behaivors.

<u>If the project occupant is currently located in Erie County and will be</u> <u>moving to a different municipality, has the project occupant attempted to</u> <u>find a suitable location within the municipality?</u>

<BLANK>

<u>Is the project reasonably necessary to preserve the project occupant's</u> <u>competitive position in its industry?</u>

Yes

If yes, please explain and provide supporting documentation

Delaware North operates in numerous industry sectors in direct competition with other high profile worldwide corporations. The opportunity to improve the facilities at its World Headquarters, transform the facility into an iconic representation of its global brands, add more robust training and communications capabilities, and bring more clients, customers and employees into Buffalo will help preserve and improve Delaware North's competitive position in its industries.

What factors have lead the project occupant to consider remaining or locating in Erie County?

Delaware North is a family-owned business that has its roots in Buffalo. While it is likely that there will always be some level of corporate presence in Buffalo, the real opportunity is to use this project as a way to keep the significant and wide-ranging business headquarters operations (and the expected future growth of Delaware North's subsidiaries business operations) in Buffalo for decades to come.

What is going to happen to the current facility that project occupant is located in?

Delaware North's currently leases space at the Key Center, however with respect to this development, the lease at those facilities would expire prior to moving the headquarter operation to the Delaware North Building. The building's owner will release the space to other tenants, and has previously advised Delaware North of this in writing. For logistical and practical purposes, DNC may or may not need to move into 250 Delaware in stages before the existing lease at 40 Fountain Plaza expires.

<u>Please provide a list of properties considered, and the reason they were</u> <u>not adequate. (Some examples include: site not large enough, layout was</u> <u>not appropriate, did not have adequate utility service, etc.)</u> <u>Please include</u> <u>full address for locations.</u>

Section VI: Facility Type - Single or Multi Tenant

Is this a Single Use Facility or a Multi-Tenant Facility?

Multi-Tenant Facility

For Single Use Facility

Occupant Name Address Contact Person Phone Fax E-Mail Federal ID # SIC/NAICS Code

Multi-Tenant Facility

<u>Please explain what market conditions support the construction of this</u> <u>multi-tenant facility</u>

Based on the needs analysis, Delaware North's future World Headquarters needs to have certain critical components, including the following : 1. Class A, LEED-certified office space with the ability to operate on floor plates no less than 25,000 square feet; 2. Ready availability of expansion space to acommodate future growth; 3. Adequate on-site or adjacent parking; 4. State of the art conference facilities and meeting space to host associates, third party business partners and officials from across the U.S. and its international locations, which will be made available for use by such business partners; and 5. Forward thinking office layouts to create a productive work environment based on evolving work norms/behaivors. This project was the sole site identified in Buffalo that would meet all of their requirements. Buffalo's Central Business District is lacking the availability of large, efficient floor plates that will assist the region in attracting new businesses as well as retain existing businesses seeking to remain or expand in the region.

Have any tenant leases been entered into for this project?

No

If yes, please list below and provide square footage (and percent of total square footage) to be leased to tenant and NAICS Code for tenant and nature of business

Section VII: Environmental Questionnaire

General Background Information

Address of Premises

250 Delaware Avenue, Buffalo, NY 14202

Name and Address of Owner of Premises

DNC 250, Inc. (formerly BTC Block 20 Inc.) 100 Corporate Parkway, Suite 500 Amherst, NY 14226-1295

Describe the general features of the Premises (include terrain, location of wetlands, coastlines, rivers, streams, lakes, etc.)

The premises is a flat, rectangularly shaped parcel of land in Buffalo's Central Business District.

<u>Describe the Premises (including the age and date of construction of any</u> improvements) and each of the operations or processes carried out on or intended to be carried on at the Premises

The current structure (built in 1917) is being reconstructed in order to complete the development. The Delaware North Building will be used solely for commercial use (office and parking structure).

Describe all known former uses of the Premises

The former structures included office space and retail along the Delaware and Chippewa frontages and a gas station operating on the S. Elmwood side on the property. A paved surface parking lot existed between the two structures.

Does any person, firm or corporation other than the owner occupy the Premises or any part of it?

Yes

If yes, please identify them and describe their use of the property

The intention of the project is to have the facility occupied by Delaware North along with other tenants.

Have there been any spills, releases or unpermitted discharges of petroleum, hazardous substances, chemicals or hazardous wastes at or near the Premises?

Yes

If yes, describe and attach any incident reports and the results of any investigations

Please see the Brownfield Cleanup Agreement dated 4/15/2013 which is being submitted concurrently with this application under seperate cover to the ECIDA.

Has the Premises or any part of it ever been the subject of any enforcement action by any federal, state or local government entity, or does the preparer of this questionnaire have knowledge of: a) any current federal, state or local enforcement actions; b) any areas of noncompliance with any federal, state or local laws, ordinances, rules or regulations associated with operations over the past 12 months?

No

If yes, please state the results of the enforcement action (consent order, penalties, no action, etc.) and describe the circumstances

Has there been any filing of a notice of citizen suit, or a civil complaint or other administrative or criminal procedure involving the Premises?

No

If yes, describe in full detail

Solid And Hazardous Wastes And Hazardous Substances

<u>Does any activity conducted or contemplated to be conducted at the</u> <u>premises generate, treat or dispose of any petroleum, petroleum-related</u> <u>products, solid and hazardous wastes or hazardous substances?</u>

No

If yes, provide the Premises' applicable EPA (or State) identification number

Have any federal, state or local permits been issued to the Premises for the use, generation and/or storage of solid and hazardous wastes?

No

If yes, please provide copies of the permits.

<u>Identify the transporter of any hazardous and/or solid wastes to or from</u> <u>the Premises</u>

<u>Identify the solid and hazardous waste disposal or treatment facilities</u> <u>which have received wastes from the Premises for the past two (2) years</u>

<u>Does or is it contemplated that there will occur at the Premises any</u> <u>accumulation or storage of any hazardous wastes on-site for disposal for</u> <u>longer than 90 days?</u>

No

If yes, please identify the substance, the quantity and describe how it is stored

Discharge Into Waterbodies

Briefly describe any current or contemplated industrial process discharges (including the approximate volume, source, type and number of discharge points). Please provide copies of all permits for such discharges

N/A

<u>Identify all sources of discharges of water, including discharges of waste</u> <u>water, process water, contact or noncontact cooling water, and</u> <u>stormwater. Attach all permits relating to the same. Also identify any</u> <u>septic tanks on site</u>

Is any waste discharged into or near surface water or groundwaters?

No

If yes, please describe in detail the discharge including not only the receiving water's classification, but a description of the type and quantity of the waste

Air Pollution

<u>Are there or is it contemplated that there will be any air emission sources</u> <u>that emit contaminants from the Premises?</u>

No

If yes, describe each such source, including whether it is a stationary combustion installation, process source, exhaust or ventilation system, incinerator or other source

Are any of the air emission sources permitted?

No

If yes, attach a copy of each permit.

Storage Tanks

<u>List and describe all above and under ground storage tanks at the</u> <u>Premises used to store petroleum or gasoline products, or other chemicals</u> <u>or wastes, including the contents and capacity of each tank. Please also</u> <u>provide copies of any registrations/permits for the tanks</u>

Please see the Brownfield Cleanup Agreement dated 4/15/2013 which is being submitted concurrently with this application under seperate cover to the ECIDA. All underground storage tanks to be removed.

Have there been any leaks, spills, releases or other discharges (including loss of inventory) associated with any of these tanks?

Yes

If yes, please provide all details regarding the event, including the response taken, all analytical results or reports developed through investigation (whether internal or external), and the agencies which were involved

Please see the Brownfield Cleanup Agreement dated 4/15/2013 which is being submitted concurrently with this application under seperate cover to the ECIDA.

Polychlorinated Biphenyls ("PCB" or "PCBs") And Asbestos

Provide any records in your possession or known to you to exist concerning any on-site PCBs or PCB equipment, whether used or stored, and whether produced as a byproduct of the manufacturing process or otherwise.

Have there been any PCB spills, discharges or other accidents at the Premises?

No

If yes, relate all the circumstances

Do the Premises have any asbestos containing materials?

Yes

If yes, please identify the materials

Pipe insulation

DNC 250, Inc. - Amended Application for Tax Incentives 250 Delaware Avenue, Buffalo NY 14202

Summary of Change in Project Costs

The increased project costs included in this application are for construction of the core & shell component of the project.

Change in Total Project Costs

Project Cost per 11/12/13 Application	\$51,785,708
Increase in Project Costs	<u>\$ 6,355,186</u>
New Project Cost for 10/7/14 Application	\$58,140,894

	11/12/13	Increase/Decrease	10/7/14 Amended
ECIDA Application Line Item	Application	Increase/Decrease	Application
Land and/or Building Acquisition	\$3,878,254	\$5,060	\$3,883,314
New Building Construction (1)	\$41,530,762	\$2,538,795	\$44,069,557
Soft Costs	\$5,862,589	\$1,383,833	\$7,246,422
Other Costs (2)	<u>\$514,103</u>	\$2,427,498	<u>\$2,941,601</u>
Total Project Cost	\$51,785,708	\$6,355,186	\$58,140,894

- (1) Based on increase in construction costs, DNC 250, Inc. requests that the sales tax exemption amount be increased to \$1,970,000 from the current \$1,817,000 (increase of \$153,000).
- (2) Other Costs includes demo & remediation, financing closing costs, project carrying costs, etc.

Significant Project Cost Changes

Land and/or Building Acquisition – The construction period is expected to take longer than originally estimated, resulting in an increase in real estate taxes due during construction.

New Building Construction – The increase in construction cost is driven by (i) an increase in steel & exterior glass panel costs and (ii) reconfiguration of office space necessitating more steel curtain walls in the building. The recent influx of construction activity in the region has led to increased pricing for both materials and labor, which has had a direct impact on the exterior glass paneling and steel curtain costs for the 250 Delaware Avenue project.

Soft Costs & Other Costs – Project cost estimates have become more accurate and known as construction has progressed since the original project inducement. Some of the cost increases include:

- (i) leasing costs
- (ii) architectural costs
- (iii) project carrying costs (financing related)
- (iv) site demolition & remediation costs